



AFWERX SBIR/STTR

Open Topic Overview + AMA

SBIR: 22.1 Direct-to-Phase II (D2P2)

2 December 2021

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Rules of Engagement

- 1) Call is recorded
- 2) No Classified/Proprietary Information
- 3) Post Questions in Q&A portion
- 4) PMs raise hand so I can promote to panelist



POCs

Early Stage Investment Lead (Evaluation)

Jared Evans

Phase II Operations, Transition, and Execution

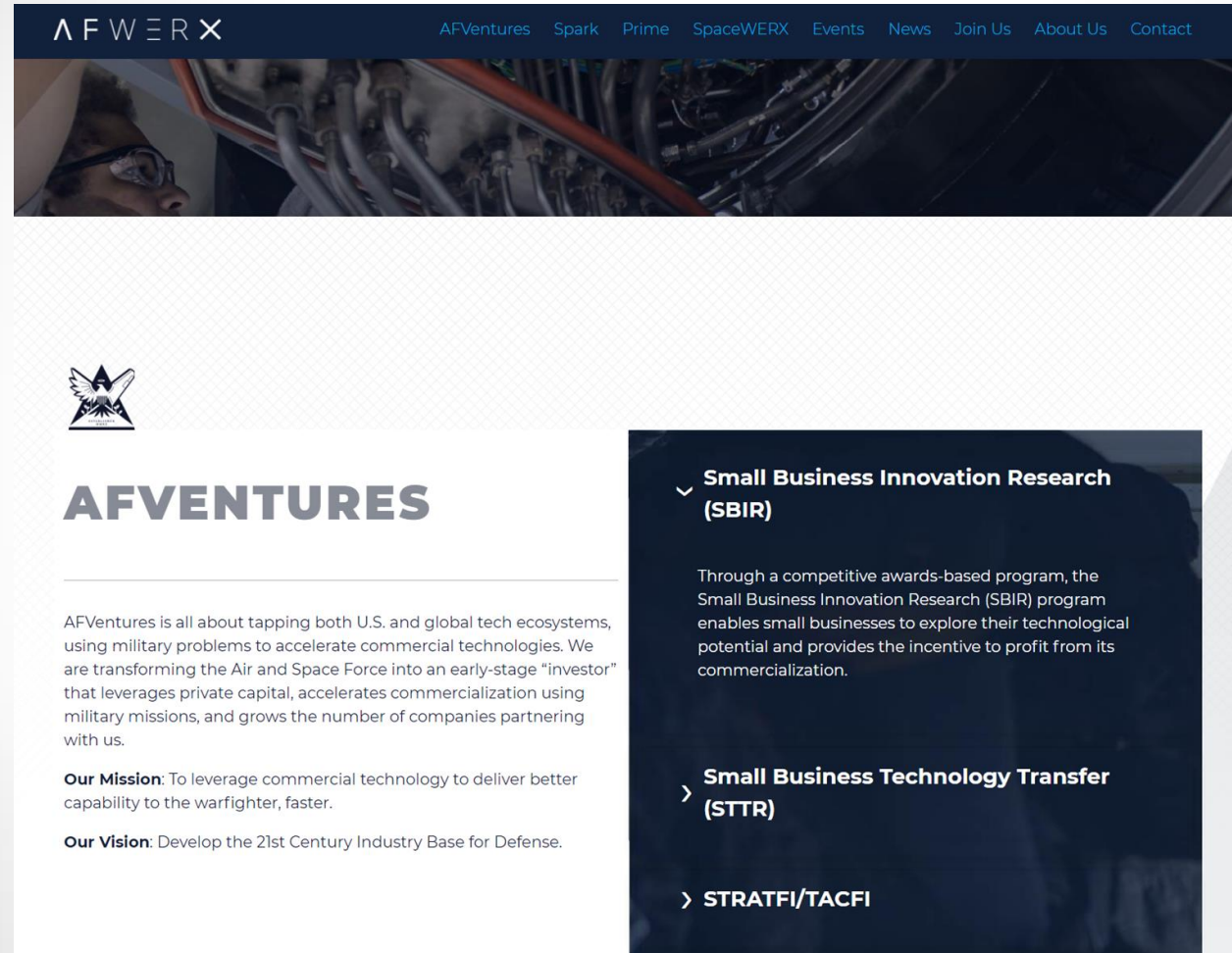
Lead: Ray Khan, Adam Sheridan (Dep)

Solicitation Officer: Kristina Croake, James Helmick

AFVentures Engagements: Jimmy Colraine, Helena Krusec



There are additional resources at
<https://afwerx.com/afventures-overview/>



The screenshot shows the AFWERX website header with the logo and navigation links: AFVentures, Spark, Prime, SpaceWERX, Events, News, Join Us, About Us, and Contact. Below the header is a large image of a person wearing safety glasses working on a complex mechanical system. The main content area features the AFVENTURES logo and a description of the program. To the right, there is a dark blue sidebar with three sections: Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR), and STRATFI/TACFI.

AFVENTURES

AFVentures is all about tapping both U.S. and global tech ecosystems, using military problems to accelerate commercial technologies. We are transforming the Air and Space Force into an early-stage “investor” that leverages private capital, accelerates commercialization using military missions, and grows the number of companies partnering with us.

Our Mission: To leverage commercial technology to deliver better capability to the warfighter, faster.

Our Vision: Develop the 21st Century Industry Base for Defense.

Small Business Innovation Research (SBIR)

Through a competitive awards-based program, the Small Business Innovation Research (SBIR) program enables small businesses to explore their technological potential and provides the incentive to profit from its commercialization.

Small Business Technology Transfer (STTR)

STRATFI/TACFI

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Reach

There are thousands of **commercially viable companies** that have not yet fully explored the Air Force as a potential customer, and whose technology could be useful to us.



Engage

To attract the best, we need to continue to make it easier to work with us and we need to operate at the speed and intensity of a startup



Transition

Transitioning technology to the warfighter/operator/user is the hardest part.
We have a strong focus on transition.

Flipping the traditional process on its head - whereas traditional SBIR/STTR programs start with a callout for a specific technology and companies deliver a primarily technology focused feasibility study and report for phase I, we widened the aperture to any commercially available technology not represented by other topics, and the goal of phase I is to perform customer discovery with the DoD, and find someone who is willing to buy your product or service with the outcome of a business and technology focused feasibility study and report for phase I.



Three Offerings Every Cycle



STTR Phase 1

Up to \$50,000 per award
200-300 awards per year


Research



SBIR Phase I

Up to \$50,000 per award
900-1200 awards per year

Product



SBIR D2P2

Up to \$1.25M per award
100-150 awards per year
(notional)

Trial

The number of awards will depend upon funds availability.

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AF22.1-DCS01 (SBIR D2P2)

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Direct-to-Phase II (D2P2)

“Offerors must adequately document completion of the Phase I feasibility requirement*. Offerors must demonstrate completion of R/R&D through means not solely based on previous efforts under the SBIR/STTR Programs to establish Phase II proposal feasibility based on criteria provided in the D2P2 topic descriptions. Phase II proposals require a comprehensive, detailed effort description. Proposals should demonstrate sufficient technical progress or problem-solving results to warrant more extensive RDT&E. Developing technologies with commercial and military potential is extremely important. Particularly, AF is seeking proposals emphasizing technologies’ dual-use applications and commercialization.

* NOTE: The offeror shall provide information to enable the agency to make the 15 U.S.C. 638(cc) determination of scientific and technical feasibility and merit. Offerors are required to provide information demonstrating scientific and technical merit and feasibility has been established as part of the Technical Volume described in Section 9.7. The AF will not review the Phase II proposals if it is determined the offeror 1) fails to demonstrate technical merit and feasibility are established or 2) the feasibility documentation does not support substantial performance by the offeror and/or the PI. Refer to the Phase I description within the topic to review the minimum requirements needed to demonstrate scientific and technical feasibility. **Feasibility documentation MUST NOT be solely based on work performed under prior or ongoing Federally-funded SBIR or STTR work.”**

Source: Croake, K. (1 December 2021). AFX22.1-DCSO1 Solicitation (pg 24), https://media.defense.gov/2021/Nov/02/2002885363/-1/-1/1/AF_X22.1_FULL.PDF



SBIR Proposal Structure

Vol 1: Basic Information (SAM, DUNS, CAGE, Abstract, Contact Info. etc)

Vol 2: Technical

White paper (max 15 pages) addressing the required items in the order presented in the solicitation.

Vol 3: Cost

System formatted inputs

Vol 4: Commercialization Program

Go to the website listed and simply follow the directions (pgs 29-30)

Vol 5: Supporting Documentation

a) REQUIRED

- i) Signed Customer Memorandum
- ii) Coversheet Supplement
- iii) Supplemental Cost Information
- iv) Resumes of Key Personnel
- v) *Non-Proprietary* Work Plan
- vi) DoD Funding Agreement Certification (Signed)
- vii) Lifecycle Certifications
- viii) SBIR/STTR Environment, Safety and Occupational Health (ESOH) Questionnaire
- ix) Contractor Certification Regarding Provision of Prohibited Video Surveillance and Telecommunications Services and Equipment

b) AS APPLICABLE

- i) DD Form 2345, Militarily Critical Technical Data Agreement
- ii) Phase II Funding Commitment Form
- iii) Letters of Support
- iv) Foreign Ownership or Control Disclosure (review for applicability)

Vol 6: Fraud, Waste, and Abuse Training

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SBIR Evaluation Criteria

“A. The potential for Government or private sector commercialization and benefits expected to accrue from commercialization.

- The SBC’s record of commercializing SBIR or other research, as indicated by presales, pilots, sales, revenue, active users, subscriptions, downloads, and/or other forms of traction/adoption.
- The existence of Phase II follow-on commitments for the subject research, and funding commitments related to the subject effort, whether from Government sources, as documented in the DAF Customer Memorandum, or private sources, as documented through a letter of commitment, are evidence of commercialization potential.
- A sound transition strategy in the DAF Customer Memorandum is also evidence of commercialization potential.

B. The appropriateness, relevance, and specificity of an identified Defense Need. A complete and compelling DAF Customer Memorandum (using the mandatory template provided at Attachment 1), signed by an appropriate DAF TPOC, indicates the appropriateness, relevance, and specificity of an identified Defense Need. While not required, signed letters of support from other Government personnel may be indicators of the appropriateness, relevance, and specificity of an identified Defense Need. Adequacy of the proposed effort and its relationship to fulfilling the identified Defense Need.

C. Technical approach. The soundness, technical merit, and innovation of the proposed technical approach, as well as its differentiation from current customer alternatives, and incremental progress toward fulfilling the identified Defense need. Includes the proposed Principal Investigators’/Project Managers’, supporting staff, and consultants’ qualifications to execute the proposed approach.”

Source: Croake, K. (1 December 2021). AFX22.1-DCSO1 Solicitation (pg 34), https://media.defense.gov/2021/Nov/02/2002885363/-1/-1/1/AF_X22.1_FULL.PDF



What's Next?

Pre-Solicitation Opened: Wed, 1 Dec

AMA #1: Thurs, 2 Dec, noon ET

AMA #2: Thurs, 16 Dec

AMA #3: Thurs, 13 Jan

Register for AMAs at <https://www.afsbirsttr.af.mil/Events/AFVentures-Weekly-Webinar-Series/>

Proposal Window Opens: Wed, 12 Jan

Proposals due Thurs, 10 Feb @ Noon Eastern (DSIP)

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SBIR Proposal Non-Negotiables

- All eligible offerors must be qualifying, registered small businesses
- This solicitation is for Phase 2 only: maximum contract terms of \$1.25M (program funds), 21 month period-of-performance
- Complete proposals must be submitted via the Defense SBIR/STTR Innovation Portal (DSIP)
 - We cannot pre-read or recommend proposals
 - No email or other non-DSIP submissions will be received
- Must be Research, Development, Test, and Evaluation (RDT&E) activities
 - Not services, not procurement
- Fraud, Waste, and Abuse training
- Proposals not meeting the above simply won't be evaluated



QUESTIONS?

Q&A transcript and video recording will be
posted to
<https://www.afwerx.af.mil/sbir.html> after the
call

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